
NH VW Environmental Mitigation Trust Direct Current Fast Charging Infrastructure Request for Proposals Informational Session

October 6, 2021



Webinar Logistics

- All attendees are **muted**
- Enter questions in **questions box**
- If a Question is not answered during the webinar,
email: Timothy.H.White@des.nh.gov



This webinar is being **recorded**
and will be posted to the NHDES
Volkswagen Trust Webpage:
<https://www.des.nh.gov/business-and-community/loans-and-grants/volkswagen-mitigation-trust>

Today's Session

- VW settlement – Background
- DC Fast Charging Infrastructure – NH Background/Purpose
- Overview of RFP details
- Questions

Acronyms:

- ▶ EV – Electric Vehicle
- ▶ EVSE – EV Supply Equipment (charging stations)
- ▶ DCFC – Direct Current Fast Charge



VW Environmental Mitigation Trust

- VW settlement - emissions violations
- NH Trust Allocation – approx. \$30,900,000
- Lead Agency for NH – DES
- Ten Eligible Mitigation Activities
- Eligible Mitigation Activity #9 – Acquisition, installation, operation and maintenance of new light duty zero emission vehicle supply equipment
- Basis for VW Environmental Mitigation Trust Direct Current Fast Charging Infrastructure RFP



Goal of the RFP

- Goal of the RFP - To support the installation of DCFC and co-located Level 2 EVSE to enable EV travel to and within NH for residents and visitors and to encourage EV adoption
- Proposal deadline date – January 7, 2022 @ 4:00PM



Competitive Grant Program Details

- RFP Issued – September 17, 2021
 - Question Period Opens – September 20, 2021
 - Information Session – October 6, 2021
 - Question Period Closes – October 20, 2021 @ 4PM
 - Responses to Questions Posted – November 3, 2021 @ 4PM
 - Proposals due January 7, 2022 @ 4PM
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- Competitive Grant Program – selected applicant(s) will enter into a contract with DES - no project costs incurred prior to approval of Governor & Council.
 - Reimbursement Project – recipients must fund the project and then request reimbursement.

Eligibility

- Solicitation open to any party with the knowledge/expertise to meet the requirements of the RFP
- Applicants need not either own the property upon which the EVSE is installed, or the EVSE itself
- Applicants will be legally responsible for compliance with the terms of the contract
- Must have binding contractual agreements with parties – installation, maintenance, operation of EVSE for the duration of the contract

Eligible Project Costs

- Cost of Open Charge Point Protocol-compliant EVSE
- A console wired into the electrical supply
- Necessary upgrades of electric supply
- A cable and connector to plug into the EV
- Cable management strategy
- Mounting, either a pedestal hard-wired to a permanent pole or box or hard-wired to a wall including a mounting plate
- Onsite signage and pavement painting
- Shipping/Freight of installed equipment
- Non-labor construction costs related to site preparation and installation
- Labor costs related to the construction phase

Non-Eligible Project Costs

- Any costs not approved by NHDES
- Purchase, lease or rental of real-estate
- Capital costs including, but not limited to, construction of buildings, parking facilities, or amenities
- General maintenance of the site on which the EVSE is located
- Electrical infrastructure on the property and/or grid interconnection costs
- Off-site or highway signage
- Taxes
- Internet connection and/or cell service, or improvements thereto
- Electricity consumption, including demand charges
- Batteries or solar panels
- Proprietary charging equipment
- Administrative and overhead/indirect costs (excluding project-specific labor)

Working with Your Utility

- All Applicants must consult with the electric utility company providing service for each site and complete the DC Fast Charger Utility Application form (Attachment A)
- Attachment A is then submitted by Applicant to Utility
- Utility will review Attachment A, complete EV Preliminary Site Feasibility Assessment Information form (Attachment B) and return it to Applicant
- Attachment A and B for each proposed site to be included with final proposal
- Applicants must provide the utility a minimum of 10 weeks to complete their EV Preliminary Site Feasibility Assessment Information Forms
- Utility contacts – Section 2.5 of the RFP

Prioritized EVSE Corridors

- Corridors prioritized based on an evaluation conducted by the SB 517 Commission in 2019
- Corridors included in RFP based on recommendations from SB 517 Commission based on work completed by NHDES and the Department of Transportation
- State not obligated to award a proposal on each corridor listed in the RFP

Prioritized EVSE Corridors

- ▶ 1. US Route 3 from the junction with US Route 2 in Lancaster, NH to the Quebec border
- ▶ 2. US Route 2 from Lancaster, NH to the Maine border
- ▶ 3. NH Route 16 in its entirety
- ▶ 4. US Route 302 from I-93 to the Maine border
- ▶ 5. Interstate 93 from the Massachusetts border to the Vermont border
- ▶ 6. Interstate 89 from Concord, NH to the Vermont border
- ▶ 7. NH Route 11/103 from New London, NH to Claremont, NH
- ▶ 8. NH Route 9/US Route 202 from the intersection with I-89 south to the Vermont border
- ▶ 9. NH Route 101 in its entirety

EVSE Corridor Location Within the Corridor

- ▶ Site should serve travel on a specified corridor
- ▶ Specifics required for sites not immediately adjacent to a corridor
- ▶ Requirements for floodplain sites
- ▶ Will not award a contract for a proposed site within 20 miles of existing DCFC
- ▶ No multiple awards for proposals within 20 miles of each other – higher score will prevail

Scope of Work

- Responsibilities of Successful Applicant: EVSE hardware and software, installation, maintenance, network operations and ongoing operation to provide charging services at the site(s)
- Scope of work includes: labor, supervision, resources, equipment, materials, supplies, transportation/shipping, travel and any and all incidentals necessary to install and operate DCFC and co-located Level 2 charging stations as specified through the contract period
- Applicant responsible for compliance with the terms and conditions of the RFP and the Contract - not required to directly own and/or operate the charging stations.

Site-Host Agreements

- Site-Host Agreements as required
- Selected Applicant must obtain prior written approval of a proposed host site from NHDES
- If finalized Site-Host Agreements are not concluded, a sample Site-Host Agreement should be included and site – specific agreements should be submitted to NHDES within 30 days of being notified of selection
- Website resource: Entities expressing site host interest

Scope of Work

Charging Station Requirements: Installation

- Applicable local, state, and federal permits
- Site Preparation, curbing, striping, etc.
- Zoning and code Requirements
- Coordination of installation activities with host site, utilities and sub-contractors

Scope of work

Charging Station Requirements:

Site Requirements

- Adequate transformer capacity to serve DCFC/Level 2 chargers
- Future-proofing the site with adequate power for multiple DCFC and higher power DCFC is encouraged

Scope of Work

Charging Station Requirements: Configuration

- Minimum of 2/preferably 4 DCFC dedicated parking spaces
- Minimum of 2 DCFC with SAE Combo and CHADdeMO connectors
- At least one Level 2 charger on the Host site
- Deviations from required configuration allowed with justification

Scope of Work

Charging Station Requirements: Charging Equipment

- DCFC to provide minimum 50 kilowatt charging for a single vehicle – upgrades to deliver up to 150 kilowatts
- Level 2 to provide 9.6 kilowatts for a single vehicle
- Provide description of future-proofing for site
- Level 2 Energy Star certification
- Minimum requirements for DCFC/Level 2 chargers

Scope of Work

Charging Station Requirements: Networking

- EVSE must connect via Wi-Fi, cellular or other connection using multiple carriers
- Network configured to display real-time operational status, either through network-specific application or third-party
- Describe how network security concerns will be addressed and managed

Scope of Work

Charging Station Requirements: Signage

- Work with NHDOT and local officials on directional signage on and along roadways and highways
- Applicant to provide signage at each site to identify location and availability of charging station
- All signage to comply with applicable local, state, and federal laws

Scope of Work

Charging Station Requirements: Accessibility & Availability

- Each charging station must be publically accessible 24 hours/day seven days/week – alternative operating hours can be proposed
- Sites to be located on paved or hardscaped parking space with clearly marked EV parking spaces
- Safe, well lit locations – dusk to dawn lighting and adequate ingress/egress
- Sites to be equipped with appropriate safety instructions

Scope of Work

Charging Station Requirements:

Customer Service

- Proposals should include a Customer Service Plan describing:
 - How users will interact with the EVSE
 - Methodology for resolving issues
 - Communication between the State and Applicant to ensure timely responses to inquiries and resolution of issues

Scope of Work

Charging Station Requirements: Future-Proofing & Innovation

- Sites to be designed to allow for future expansion and/or upgrading
- Innovative options in station design are encouraged
- Issues that can be addressed in innovation: peak energy demand reduction, use of renewable energy, demand charge management strategies

Scope of Work

Operational Requirements

- Applicant responsible for operation and maintenance of charging stations (i.e. pedestals, cables, canopies, etc.)
- Equipment/site maintained in good working order and in compliance with manufacturer requirements for the length of the contract
- DCFC to be operational at least 97% of the time based on 24 hours/day and 7 days/week
- Schedule for regular inspection/maintenance – in accordance with approved plan
- Operation and maintenance of the site – not reimbursable

Scope of Work

Operational Requirements

Pricing and Payment

- Pricing information readily available to customers in advance of charging session
- Support multiple point of sale methods (i.e. pay-per-use, subscription, chip and tap credit and debit)
- Charging stations must be accessible by all drivers regardless of network memberships or subscriptions

Scope of Work

Operational Requirements

Customer Support

- Customer support available during all operating hours via toll-free number
- Requirement to dispatch or provide services to address operational problems
- Customers must get immediate assistance

Scope of Work

Operational Requirements

Data Capture Requirements

- Chargers should include network communications to capture, at a minimum, the operational data and information about each charging session
- Refer to Section 4.4.
- Information to be reported quarterly to NHDES for the duration of the contract

Recordkeeping and Reporting

- Applicant required to submit periodic reports
- Monthly Reporting – required until site(s) are operational
- Quarterly Reporting – required once sites are operational – due no later than the last day of the month following the end of the calendar quarter - initial quarterly report to include description of how operation/usage data is derived – 2nd and 4th quarterly report of each year to include utility rate data
- Link to sample reporting template included in RFP

Application Format and Content

- Single Applicant
- Typewritten
- One-inch margins
- Standard 12-point font
- On each page:
 - Page number
 - Applicant name
 - RFP number



Application Format and Content

- Cover Letter
- Applicant Information
- Project Overview and Project Partners
- Applicant Experience
- Statement of Work
- Project Team Qualifications
- Staffing and Management
- Site-Host Agreements
- Financial Strength
- Equipment Specifications and Customer Interaction
- Budget/Cost Proposal
- Operation and Maintenance Plan
- Exhibits

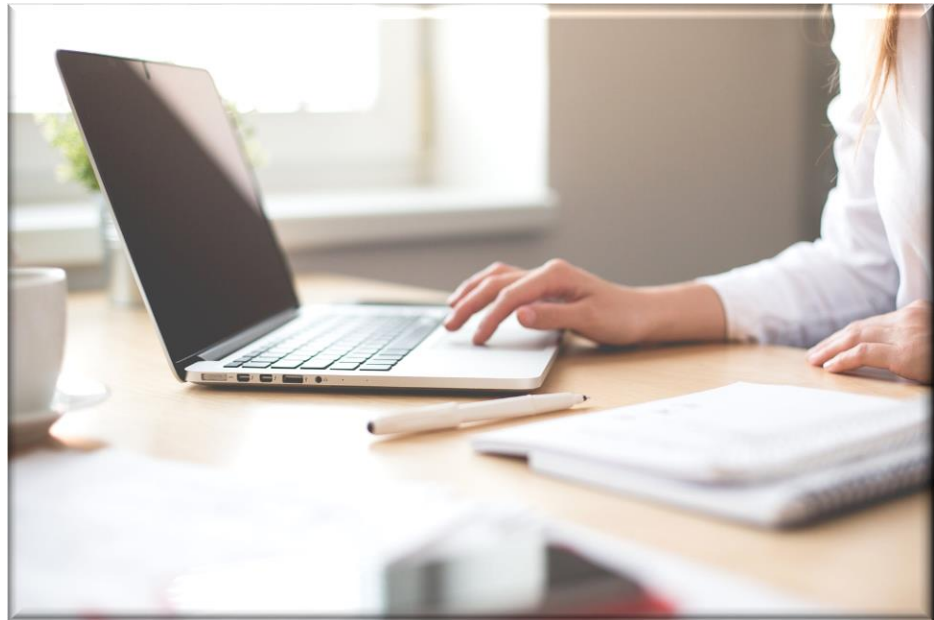
Evaluation Criteria & Scoring

Scoring Criteria	Maximum Points
Proposed Solution (including equipment, location, operational model, timeline and other factors)	35
Cost Proposal	20
Experience and Qualifications of Applicant/Company and Project Partners	10
Assigned Personnel and Staff Qualifications	10
Warranty and Support Services Proposed	10
References	5
Experience with State Government Projects	5
Other NH Benefits*	5
Total Points	100

Where to Apply?

Request for Proposal is available on the DES website:

<https://www.des.nh.gov/business-and-community/loans-and-grants/volkswagen-mitigation-trust>



Questions?

Type questions in the questions box



If you have a question that was not addressed during this session or wish to ask a follow-up question please email:

Timothy.White@des.nh.gov

All questions and answers will be posted by November 3, 2021 @ 4PM